

Toward a More Sustainable Frederick County

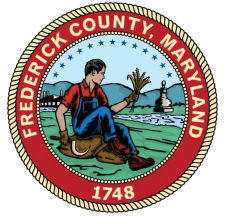
SOLAR POWER

October 16, 2015



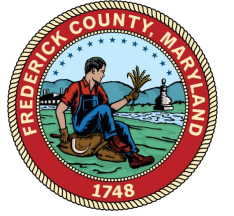
CHRIS MAY

- 26 Year Resident of Frederick County
- 18 Year Tenure in Solar Industry
- Two-Term Frederick County Sustainability Commission Member
- Currently Southeast Regional Account Executive for a National Distributor
- \$50,000,000 in Sales since 2011

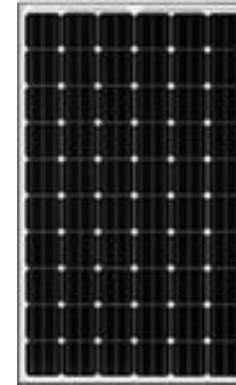




SOLAR ELECTRIC



- Modules (Panels)



- Inverter

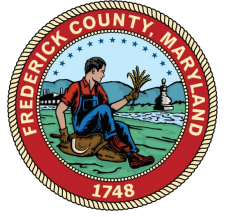


- Racking



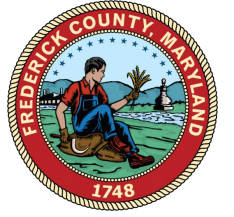


FREDERICK COUNTY SYSTEMS



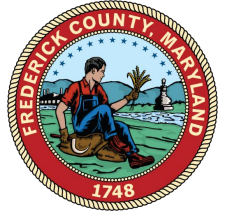


FREDERICK COUNTY SYSTEMS





LEASE or BUY

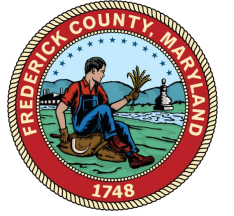


Ready to Go Solar Today?

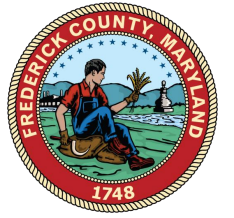
- Lease a System
- Buy a System



WHY LEASE



- Little or No Upfront Cost
- Locked in Utility Rate
- Guaranteed Performance
- Peace of Mind
- No Ownership Worry
 - No Ongoing Maintenance
 - No Equipment Selection and Warranty Issues

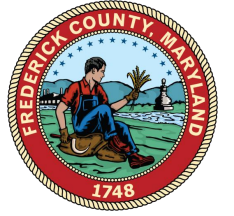


WHY BUY

- Systems Typically Pay for Themselves in 5 – 10 Years
- Have Taxable Income? Buy the System and Take the Incentives
- Cons of Lease
 - 20 Year Contractual Agreement
 - Limited Initial Savings
 - Difficulty if Selling Home
 - Built in Rate Escalators
 - Doesn't Allow for System Modifications



QUESTIONS?



Join Me in the Panel Discussion.

Thank You!

-- Chris

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